



MEMORANDUM

Agenda Item No. 7(O)(1)(B)

TO: Honorable Chairperson Barbara Carey-Shuler, Ed.D.
and Members, Board of County Commissioners

DATE: December 4, 2003

FROM: George W. Burgess
County Manager

SUBJECT: Bid Award
Recommendations

RECOMMENDATION

It is recommended that the Board approve the attached contract award, competitive contract modifications and purchases made under competitively awarded contracts of other governmental entities. The allocations shown represent the maximum authorized spending authority based on an estimated value of purchases, and in no way guarantee the value of orders placed with the awarded vendors.

BACKGROUND

Section 1 AWARD OF COMPETITIVE BIDS

All contracts in this section are recommended for award to the lowest responsive, responsible bidder(s) who meet the bid specifications in accordance with established policies and procedures. Minority business measures are applied to the purchase of goods and services as determined by the County's Review Committee in accordance with the requirements of Administrative Orders 3-3, Black Business Enterprise Program; 3-17, Hispanic Business Enterprise Program; and 3-18, Women Business Enterprise Program. Bid announcements were advertised on the DPM website and in four local newspapers: Diario Las Americas, Haiti En Marche, Miami Times and Daily Business Review.

The following award is recommended:

Award of Item 1.1 (Pest Control Services for Management and Eradication of Termites, Pre-qualification of Bidders) is to purchase pest control services solely for the eradication of termites.

Section 2 REJECTED BIDS

None

COMPETITIVE CONTRACT MODIFICATIONS

A competitive contract modification is when the requested supplemental allocation for goods or services is within the scope of the original contract award and allocation.

Item 3.1 (Heavy Equipment Welding and Fabrication) is for additional spending authority and time to ensure availability of services until the new, replacement contract is awarded.

Item 3.2 (Admissions to Special Events) is for additional spending authority to allow Park and Recreation to pay for admissions to area attractions including outstanding invoices incurred under the summer camp program.

Item 3.3 (Original Equipment Manufacturer (OEM) Mobile Equipment) is for additional spending authority to allow three user departments to purchase truck cabs and chassis, a street sweeper, a flatbed truck, a tractor and a landfill compactor.

Item 3.4 (Juvenile Detentions Services) is for additional spending authority and time to ensure availability of services until the new, replacement contract is awarded.

Section 4 PURCHASES MADE UNDER COMPETITIVELY AWARDED CONTRACTS OF OTHER GOVERNMENTAL ENTITIES

The County occasionally accesses items from contracts competed and awarded by federal, state and local governments, and by not-for-profit organizations, when it is determined to be in the best interest of the County and the item is not available through an existing County contract.

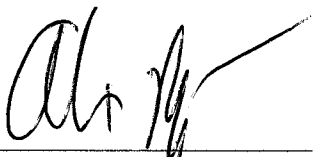
Item 4.1 (Tires and Tubes) is for the continued use of the State of Florida contract for the purchase of tire and tubes.

Item 4.2 (Fire Rescue Vehicles) is for the continued use of the Lake County, Florida contract for the purchase of two fire rescue vehicles.

Section 5 REQUESTS TO ADVERTISE FOR BIDS

The solicitation listed in this Section requires approval to advertise to solicit bids under full and open competition.

None




Assistant County Manager



MEMORANDUM

(Revised)

TO: Hon. Chairperson Barbara Carey-Shuler, Ed.D. **DATE:** December 4, 2003
and Members, Board of County Commissioners

FROM: 
Robert A. Ginsburg
County Attorney

SUBJECT: Agenda Item No. 7(O)(1)(F)

Please note any items checked.

- ☐ "4-Day Rule" ("3-Day Rule" for committees) applicable if raised
- ☐ 6 weeks required between first reading and public hearing
- ☐ 4 weeks notification to municipal officials required prior to public hearing
- ☐ Decreases revenues or increases expenditures without balancing budget
- ☐ Budget required
- ☐ Statement of fiscal impact required
- ☐ Bid waiver requiring County Manager's written recommendation
- ☐ Ordinance creating a new board requires detailed County Manager's report for public hearing
- ☐ Housekeeping item (no policy decision required)
- ☐ No committee review

Approved _____ Mayor

Veto _____

Override _____

Agenda Item No. 7 (O) (1) (B)

12-4-03

RESOLUTION NO. _____

RESOLUTION AUTHORIZING AWARD OF COMPETITIVE
BIDS, COMPETITIVE CONTRACT MODIFICATIONS AND
PURCHASES MADE UNDER COMPETITIVELY AWARDED
CONTRACTS OF OTHER GOVERNMENTAL ENTITIES AND
TO EXECUTE OPTIONS TO RENEW ESTABLISHED
THEREUNDER FOR THE PURCHASE OF COMMODITIES
AND SERVICES

WHEREAS, this Board desires to accomplish the purposes outlined in the accompanying memorandum, a copy of which is incorporated herein by reference; and

WHEREAS, a description of these awards, competitive contract modifications and purchases made under competitively awarded contracts of other governmental entities are attached and incorporated herein by reference,

NOW THEREFORE, BE IT RESOLVED BY THE BOARD OF COUNTY COMMISSIONERS OF MIAMI-DADE COUNTY, FLORIDA, that this Board authorizes award of competitive bids, competitive contract modifications and purchases made under competitively awarded contracts of other governmental entities and to execute options to renew established thereunder for the purchase of commodities and services.

The foregoing resolution was offered by Commissioner _____, who moved its adoption. The motion was seconded by Commissioner _____ and upon being put to a vote, the vote was as follows:

Dr. Barbara Carey-Shuler, Chairperson	
Katy Sorenson, Vice-Chairperson	
Bruno A. Barreiro	Jose "Pepe" Diaz
Betty T. Ferguson	Sally A. Heyman
Joe A. Martinez	Jimmy L. Morales
Dennis C. Moss	Dorrian D. Rolle
Natacha Seijas	Rebeca Sosa
Sen. Javier D. Souto	

The Chairperson thereupon declared the resolution duly passed and adopted this 4th day of December, 2003. This resolution shall become effective ten (10) days after the date of its adoption unless vetoed by the Mayor, and if vetoed, shall become effective only upon an override by this Board.

MIAMI-DADE COUNTY, FLORIDA
BY ITS BOARD OF COUNTY
COMMISSIONERS

HARVEY RUVIN, CLERK

Approved by County Attorney as
to form and legal sufficiency. HCB
Hugo Benitez

By: _____
Deputy Clerk

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SECTION # 1
AWARD OF COMPETITIVE BIDS

It is recommended that the following item solicited through formal competitive bidding procedures, be awarded to the following bidder(s) meeting specifications as follows:

1.1

BID NUMBER:

1182-0/08

Title:

Pest Control Services for Management and Eradication of Termites, Pre-qualification of Bidders

Description:

To purchase pest control services solely for the eradication of termites.

Department(s):

Allocation(s):

Aviation	\$ 400,000.00
CAA	\$ 10,000.00
Corrections & Rehab.	\$ 10,000.00
Fire	\$ 10,000.00
GSA	\$ 60,000.00
Human Services	\$ 45,000.00
Library	\$ 45,000.00
MDHA	\$ 800,000.00
MDT	\$ 28,000.00
MDWASD	\$ 100,000.00
Park & Recreation	\$ 75,000.00
Seaport	\$ 30,000.00
Emergency Funds	<u>\$ 100,000.00</u>
	\$1,713,000.00

Term of Contract:

Five years

Option(s) to Renew:

None

**Number of Bid
Announcements Issued
(including electronic):**

Sixty-nine

**Number of Bid
Packages Sold:**

One

**Number of Bid Packages
Downloaded:**

Twelve

**Number of Bids
Received:**

Four

Special Conditions:

Insurance

Review Committee Date:	January 8, 2003, Item #2-13	
Review Committee Recommendation:	No measure (due to insufficient availability).	
Previous Measure:	No measure	
Advertisement Date:	June 3, 2003	
Living Wage:	Not applicable (the services to be provided are not a "covered service" under the ordinance).	
Method of Award:	<p>Pre-qualification of bidders who meet the minimum requirements specified in the bid documents who will then form a pool and be invited to compete and quote a price for each project identified by the user departments on an as needed basis.</p> <p>When a project is identified, the user department will solicit price quotations based on an alphabetical list from three pre-qualified vendors under the specific job group. Vendors will be rotated in order to solicit price quotations. When subsequent orders are identified the next three pre-qualified vendors on the list will be solicited.</p> <p>There is no guarantee that a pre-qualified firm will be awarded a purchase order.</p>	
Vendor(s):	All Pest Control Service, Inc.; El Toro Exterminator of Florida, Inc. d/b/a Toro Pest Management; Truly Nolen of America, Inc.	
Estimated Contract Usage:	Five years:	\$1,713,000.00
Previous Contract Usage:	Two years and nine months:	\$ 700,000.00
Comments:	<p>Authorization is requested to award the contract in accordance with the terms and conditions contained in the solicitation document (ITB).</p> <p>The previous contract covered two years and nine months; this contract is for five years resulting in an increase in the estimated contract usage when compared to the previous contract.</p>	

Authorization is requested to add vendors to the pool who meet the minimum qualifications of the bid and the County's administrative requirements.

Authorization is also requested to allocate \$100,000.00 as a reserve for unanticipated emergencies. This reserve will be under the control of the Department of Procurement Management for allocation among the user departments if necessary.

The bid was advertised on the DPM website and in four local newspapers: Diario Las Americas; Miami Times; Daily Business Review; and Haiti En Marche.

SECTION # 3
CONTRACT MODIFICATIONS

3.1

BID NUMBER: 0439-0/00-4

Title: Heavy Equipment Welding and Fabrication

<u>Department(s):</u>	<u>Existing Allocation(s):</u>	<u>Additional Allocation(s):</u>	<u>Modified Allocation(s):</u>
Aviation	\$ 140,203.40	\$ -0-	\$ 140,203.40
Corrections & Rehab.	\$ 45,000.00	\$ -0-	\$ 45,000.00
Fire	\$ 15,250.00	\$ -0-	\$ 15,250.00
GSA	\$2,007,250.00	\$245,250.00	\$2,252,500.00
MDWASD	\$ 641,250.00	\$ -0-	\$ 641,250.00
Park & Recreation	\$ 62,500.00	\$ -0-	\$ 62,500.00
Public Works	\$ 68,125.00	\$ -0-	\$ 68,125.00
Seaport	\$ 79,844.10	\$ -0-	\$ 79,844.10
Solid Waste Mgmt.	\$ 125,000.00	\$ -0-	\$ 125,000.00
Unallocated Funds:	\$ -0-	\$ -0-	\$ -0-

Review Committee
Recommendation: No measure

Living Wage: None

Vendor(s): B & B Welding Machine Service, Inc.; General Welding Service, Inc.; Hydraulic Sales & Service, Inc.; JC Industrial Manufacturing Corp. d/b/a JC Machine Shop & Metal; LR Alliance Manufacturing, Inc.; Palm Truck Centers, Inc.

Type of Change: Increase in spending authority and time

Original Allocation: \$2,087,580.00 commencing February 6, 1996 for a one-year period with four one-year options to renew.

Existing Allocation: \$3,184,422.50 (for the fourth option to renew period).

Increase By: \$ 245,250.00

Modified Allocation: \$3,429,672.50

Current Expiration: January 31, 2004

Modified Expiration: July 31, 2004

Reason for Change:

Authorization is requested for additional spending authority and time to enable GSA Fleet Management Division to continue to support user agency activities in the automotive field until a new, replacement contract is awarded exclusively for GSA use. None of the other departments need additional funds since they will utilize the main welding contract.

From the existing welding contract, three separate contracts have been formulated to meet the particular requirements of the user departments:

- Bid No. 7247-0/07, approved by the Board at its meeting of September 2003, took effect on October 1, 2003 for use by multiple departments. This contract is for metal fabrication and machine work that may involve shaping, bending, sandblasting, welding fastening, machining, metal spraying, ceramic coating and painting, among other functions, in order to produce a finished project. The finished projects may include enclosures, gates, equipment supports, stacks, ducts or any other metal fabrication as required by the user department, for its operating plants, stations, and other facilities. The materials involved may include carbon steel, stainless steel, and aluminum, among others.
- Bid No. 7236-0/07 is also for metal fabrication and machine work but for use exclusively by MDT due to the Transit department's use of federal funds. It was recently approved by the Board and will take effect on December 1, 2003. The countywide contract, described in the preceding paragraph, contains BBE, HBE and WBE bid preferences that cannot be applied to federal funds.
- GSA has requested a separate contract to meet its specialized welding needs in the automotive field which is being developed at this time.

DPM administratively extended this contract through January 31, 2004 while specifications for the new, specialized contract for GSA are completed.

The additional authorization to extend the contract from February 1, 2004 through July 31, 2004 will allow sufficient time to competitively bid and award that contract.

GSA is presently performing approximately \$47,000 in repairs on a monthly basis, therefore, an increase of \$245,000 is requested for the six-month extension period of this contract for use by GSA.

Target date for new
contract to be in place: August 1, 2004

3.2

BID NUMBER:

BW5434-0/04

Title: Admissions To Special Events

<u>Department(s):</u>	<u>Existing Allocation(s):</u>	<u>Additional Allocation(s):</u>	<u>Modified Allocation(s):</u>
MDPD	\$ 37,500.00	\$ -0-	\$ 37,500.00
Park & Recreation	\$100,000.00	\$75,000.00	\$175,000.00

Unallocated Funds:	\$ -0-	\$ -0-	\$ -0-
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Review Committee
Recommendation: No measure

Living Wage: None

Vendor(s): Actors Playhouse Productions, Inc.; African Caribbean American Performing d/b/a Acapai; Amazing Entertainment, Inc.; Bird Bowl; Biscayne National Underwater Park, Inc.; C & T Holdings, Inc.; d/b/a AAA Discount Amusements; Cloverleaf Lanes, Inc.; Don Carter Kendall Lanes LTD; Galaxy Skateway LC d/b/a Hot Wheels Skating Center; Kendall Ice Arena, Inc.; Little Farm, Inc.; Marine Exhibition Corp. d/b/a Miami Seaquarium; Miami Children's Museum, Inc.; Miami Ice Arena, Inc.; Monkey Jungle, Inc.; Museum of Science, Inc.; Paula Carters Pro Bowl Homestead d/b/a Homestead Bowling Center; Piper Lanes, Inc.; PJ Birds, Inc. d/b/a Parrott Jungle Island; Super Wheels Corp.; Thunder Wheels Skating Center, Inc.; Tropical Fun Center

Type of Change: Increase in spending authority

Original Allocation: \$100,000.00 commencing April 1, 2003 for a one-year period with no options to renew.

Existing Allocation: \$137,500.00 (for the original one-year period).

Increase By: \$ 75,000.00

Modified Allocation: \$212,500.00

Current Expiration: March 31, 2004

Modified Expiration: Same

Reason for Change:

Authorization is requested for additional spending authority to allow Park & Recreation to pay for admissions to area attractions including outstanding invoices incurred under the summer camp program due to an increase in participation.

The additional allocation will also cover after school and holiday programs for the balance of the contract period ending March 31, 2004.

3.3

BID NUMBER:

5468-4/07-1

Title: Original Equipment Manufacturer (OEM) Mobile
Equipment, Pre-qualification of Bidders

<u>Department(s):</u>	<u>Existing Allocation(s):</u>	<u>Additional Allocation(s):</u>	<u>Modified Allocation(s):</u>
GSA	\$ 207,867.66	\$ -0-	\$ 207,867.66
MDWASD	\$ 199,496.00	\$ -0-	\$ 199,496.00
Park & Recreation	\$ 175,889.09	\$ -0-	\$ 175,889.09
Public Works	\$ 29,730.88	\$ 360,103.32	\$ 389,834.20
Seaport	\$ -0-	\$ 46,395.00	\$ 46,395.00
Solid Waste Management	\$1,649,508.00	\$1,106,041.00	\$2,755,549.00
Unallocated Funds:	\$ -0-	\$ -0-	\$ -0-

Vendor(s): Atlantic Ford Truck Sales, Inc. d/b/a Atlantic Truck Center; Broyhill Manufacturing Company; Environmental Products of Florida Corporation; Florida Transportation Systems, Inc.; Gaithersburg Ford Tractor Company; Kelly Tractor Company; Landoll Corporation; Nortrax Equipment Co. Southeast LLC; Palm Peterbilt GMC Trucks, Inc.; Tesco South, Inc. d/b/a Hector Turf & Garden; Vermeer Southeast Sales and Service, Inc.

Type of Change: Increase in spending authority

Original Allocation: \$1,153,262.75 commencing July 1, 2003 for a one-year period with four one-year options to renew.

Existing Allocation: \$2,262,491.63 (for the first, four-year option-to-renew).

Increase By: \$1,512,539.32

Modified Allocation: \$3,775,030.95

Current Expiration: June 30, 2004

Modified Expiration: Same

Comments: Authorization is requested for additional spending authority to allow three user departments to purchase trash truck cabs and chassis, a street sweeper, a flatbed truck, a tractor and a landfill compactor.

Comments:

Placing the order prior to the manufacturer's price increase for Solid Waste's portion of the contract will provide the County with savings of approximately \$146,000 which is 13% of \$1,106,041.00 allocated to the department. The increase will take effect on January 1, 2004 for caterpillar equipment.

This County contract allows the County to utilize the prices available under the contracts of other entities as long as the contract was competitively bid, while relying on the County's own terms and conditions. Other entities are defined as the State of Florida, federal government, any special authority, school board, municipality, utility, education institution or hospital contracting authority.

- Public Works Department:

To purchase four trash truck cabs and chassis using the State of Florida Contract No. 070-700-230. Three of the four units are replacements for aging equipment. This equipment is used to haul sediments and debris that has been removed from secondary drainage canals during routine and emergency maintenance. The department also needs to purchase one street sweeper using the GSA Contract No. GS-30F-1012H. This unit is a replacement for an existing sweeper that is continuously out of service due to major electric and mechanical/hydraulic repairs. The sweeper is used to clean the Rickenbacker Causeway. When the sweeper is non-operational, Public Works receives complaints from the general public about the hazardous condition of the roadways and fishing piers.

The department conducted market research of available equipment capable of performing these functions. That departmental review found that the two contracts will provide the equipment capable of performing the required work tasks and save the County approximately \$48,000.00 on the State of Florida contract, and \$43,051.68 on the GSA (federal) contract.

- Seaport Department:

To purchase one flatbed truck using the State of Florida Contract No. 070-700-250. This unit is a replacement for an existing unit that no longer is economical to repair. The truck is used for transporting heavy machinery, equipment, supplies and building materials needed for the day-to-day operations at the Port of Miami.

The department conducted market research of available equipment capable of performing these functions. That departmental review found that the State of Florida contract will provide the equipment capable of performing the required work tasks and save the County approximately in the range of \$381 to \$7,643.

- Solid Waste Department:

To purchase a D & R Caterpillar Tractor and a 836G Caterpillar landfill compactor consistent with the department's Heavy Equipment Replacement plan as proposed in the disposal operation budget for 2003-2004, using the GSA (federal) contract No. GS-30F-1025D.

The department conducted market research of available equipment capable of performing these functions. That departmental review found that the federal contract will provide the equipment capable of performing the required work tasks and save the County approximately \$146,662.00.

3.3

BID NUMBER:

6017-2/02-3

Title: Juvenile Detention Services

<u>Department(s):</u>	<u>Existing Allocation(s):</u>	<u>Additional Allocation(s):</u>	<u>Modified Allocation(s):</u>
Juvenile Assessment Center	\$1,875,000.00	\$750,000.00	\$2,625,000.00

Unallocated Funds:	\$ -0-	\$ -0-	\$ -0-
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Review Committee
Recommendation: 40% BBE sub-vendor goal.

Living Wage: None

Vendor(s): Wackenhut Corp.

Type of Change: Increase in spending authority and time

Original Allocation: \$215,446.40 commencing October 1, 1998 for a one-year period with three one-year options to renew.

Existing Allocation: \$1,875,000.00 (for the third one-year option to renew).

Increase By: \$ 750,000.00

Modified Allocation: \$2,625,000.00

Current Expiration: December 31, 2003

Modified Expiration: June 30, 2004

Reason for Change: Authorization is requested for additional spending authority and time until the new replacement contract is awarded.

This contract provides specialized services for the care, custody and control of juvenile detainees processed at the Dade County Juvenile Assessment Center (JAC).

DPM has performed market research and worked carefully with the JAC administrators to develop a procurement strategy for the replacement contract that will meet the agency's needs. The market research and proposed strategy have been forwarded to the Department of Business Development and is pending final evaluation by the County's Review Committee.

SECTION # 4
PURCHASES MADE UNDER COMPETITIVELY AWARDED CONTRACTS OF
OTHER GOVERNMENTAL ENTITIES

4.1

BID NUMBER: 863-000-03-1

Government Agency: State of Florida

Title: Tires and Tubes

Description: To authorize the continued use of the State of Florida contract for the purchase of tires and tubes.

<u>Department(s):</u>	<u>Existing Allocation(s):</u>	<u>Additional Allocation(s):</u>	<u>Modified Allocation(s):</u>
Aviation	\$ 145,000.00	\$ 141,000.00	\$ 286,000.00
Fire	\$ 250,000.00	\$ -0-	\$ 250,000.00
GSA	\$1,015,500.00	\$2,410,665.00	\$3,426,165.00
MDT	\$ 78,000.00	\$ 50,000.00	\$ 128,000.00
MDWASD	\$ 500,000.00	\$ 500,000.00	\$1,000,000.00
Park & Recreation	\$ 50,000.00	\$ 200,000.00	\$ 250,000.00
Public Works	\$ 2,500.00	\$ -0-	\$ 2,500.00
Seaport	\$ -0-	\$ 12,000.00	\$ 12,000.00
Vizcaya Museum & Gardens	\$ 500.00	\$ 500.00	\$ 1,000.00
Unallocated Funds:	\$ -0-	\$ -0-	\$ -0-

Vendor(s): Central Tire Corp.; Earl W. Colvard, Inc. d/b/a Boulevard Tire Center; KM Pedersen Enterprises, Inc. d/b/a Homestead Tire & Auto Service Center; Liberty Tire & Rubber, Inc.; Martino Tire Company; Miami Tiresoles, Inc.; Wingfoot Commercial Tire Systems LLC d/b/a Wingfoot Commercial Tire & Service Center

Type of Change: Increase in spending authority

Original Allocation: \$500,000.00 commencing January 1, 2003 for a three-year period.

Existing Allocation: \$2,041,500.00

Increase Contract Value By: \$3,314,165.00

Modified Allocation: \$5,355,665.00

Current Expiration: February 28, 2005

Modified Expiration: Same

Reason for Change: Authorization is requested for additional spending authority to continue to access the State of Florida contract for the purchase of tires and tubes for the remainder of the scheduled contract term through February 28, 2005.

At its meeting of July 23, 2003, the Board approved the rejection of all bids under a County contract solicitation for tires and tubes, and endorsed the utilization of this State of Florida contract.

That County bid revealed useful information that staff evaluated to conclude that the County is well served by the continued use of the State of Florida contract since the large majority of the prices bid by the competitors were higher than or equal to the prices available under the State of Florida contract.

This market information, establishing the economy of the State of Florida contract, combined with the fact that all of the tire vendors utilized by the County under the State contract are local, registered vendors located in Miami-Dade and Broward Counties, formed the basis for staff's recommendation to continue to utilize the State of Florida contract.

4.2

BID NUMBER: 99-150

Government Agency: Lake County, Florida Contract

Title: Fire Rescue Vehicles

Description: To authorize access of the Lake County, Florida contract for the purchase of two fire rescue vehicles.

<u>Department(s):</u>	<u>Existing Allocations:</u>	<u>Additional Allocations:</u>	<u>Modified Allocations:</u>
Fire	\$3,027,686.31	\$1,075,180.12	\$4,102,866.43
Unallocated Funds:	\$ -0-	\$ -0-	\$ -0-

Vendor(s): Pierce Manufacturing, Inc.

Type of Change Increase in spending authority

Original Allocation: \$3,027,686.31 commencing November 3, 2003

Existing Allocation: \$3,027,686.31

Increase Contract Value By: \$1,075,180.12

Modified Allocation: \$4,102,866.43

Current Expiration: November 4, 2004

Modified Expiration: Same

Reason for Change:

Authorization is necessary to continue to access the Lake County contract for the purchase of two 2004 Pierce Quantum 2000 gallon pumper tankers.

Two Pumper Tankers	@\$514,329.28	=
\$1,028,658.56		
Less multi-item discount		\$
<u>51,222.00</u>		
Sub-total		\$
977,436.50		
Contingency		\$
<u>97,743.00</u>		
 \$1,075,180.12		

This includes the base price, options and contingency for changes that may be required as well as the contract's multi-item discount of \$51,222.00.

One vehicle is for fleet replacement of a 1994 vehicle and the other is for new service at Redlands Station 60 which was due to open May of 2006 and has been moved up to November 2004.

The Lake County contract was competitively bid in 1999 and has the flexibility to allow the County to engineer the vehicles at a 4% mark up over the pre-established base cost plus a 10% markup on options.

The price reasonableness of utilizing the Lake County contract is supported by three facts. First, the new item pricing is based on the low bid award structure of the existing contract. Second, a fair market direct item pricing comparison conducted by DPM substantiated a significant price variation between the Lake County contract awardee and the second low bidder under that contract. Third, a significant (\$51,222.00) multi-item discount is allowed during the invoicing process by the Lake County contract vendor, providing an additional price advantage beyond those expressed above. An additional savings of approximately \$20,573.00 will be obtained by the County if the order is placed prior to December 31, 2003 after which a 2% price increase takes effect.